

# new frontiers

Your fast-track to the UK Pharmacy Market



A new must-attend event  
for companies developing  
their business through  
pharmacy in the  
United Kingdom

19<sup>th</sup> – 22<sup>nd</sup> March 2006

The Grove Hotel  
Chandler's Cross  
Hertfordshire  
United Kingdom

**CCA**  
COMPANY  
CHEMISTS'  
ASSOCIATION



**NACDS**  
NATIONAL ASSOCIATION OF  
CHAIN DRUG STORES



# Meet and present your **products** to over **70%** of **UK pharmacy** **retailers** in just two days

**If you are considering or are already expanding your business to the UK pharmacy market, you cannot afford to miss this seminar**

## Retail participation

At New Frontiers 2006, you will have the chance to meet the pharmacy and health and beauty buyers from 70% of UK pharmacies. You will meet 12 chain drug stores and 4 supermarket chains who between them own 5,621 retail pharmacies (nearly 50% of all UK pharmacies) and the 3 biggest buying groups, representing nearly 3,000 independent pharmacy outlets.

You will also have the chance to meet with all the major U.K. wholesalers to discuss product distribution, The Medicines and Healthcare Products Regulatory Agency (MHRA) to discuss licensing requirements, plus UK based organizations that can help you with logistics, sales, distribution and the know-how to market your product.

**In just 2 days, understand the UK pharmacy market, assess its potential for your product and meet the people you need to do business with. Don't miss this opportunity!**

Chain drug and buying groups	Number of pharmacies
Lloydspharmacy	1378
Boots The Chemists	1346
Numark	1343
Nucare	1100
Alliance Pharmacy	863
Avicenna	450
Rowlands Pharmacy	383
Co-op Pharmacy	357
Superdrug	226
Tesco Stores Ltd	197
The Cohens Group	150
Co-op Healthcare	139
J Sainsbury	117
Day Lewis Pharmacy	100
Wm Morrison Supermarkets	95
PCT Healthcare Ltd	89
Asda	85
P Williams Chemists Ltd	50
H.I. Weldricks Ltd	46
<b>Total number of retail outlets represented at New Frontiers 2006</b>	<b>8514 (71%)</b>

## Who will be there?



...businesses with  
a combined buying  
power in excess  
of \$110\* billion in  
medicines alone

### Chain drug

Boots the Chemists  
Lloydspharmacy  
Alliance Pharmacy  
Rowlands Pharmacy  
Superdrug  
Co-operative Pharmacy  
Co-operative Healthcare

Day Lewis Pharmacy  
P Williams Chemists Ltd  
PCT Healthcare Ltd  
H.I. Weldricks Ltd  
The Cohens Group

## It's "Meet the Rx Market" and so much more!

- The only seminar specifically designed to equip overseas manufacturers with the knowledge and contacts they need to do business with UK pharmacy
- The largest gathering of retail pharmacy executives and chain drug store buyers in the UK
- A chance to meet 70% of the UK pharmacy market in just 2 days



## Benefits of attending for manufacturers

- Maximize your opportunities to develop new business contacts during your trip; meet 70% of the UK pharmacy market in one place
- Minimize the need for pre-trip research and planning; benefit from CCA's expertise and networks
- Save time and make quicker progress; in just 2 days, gain an understanding of UK pharmacy that it would otherwise take months to develop
- Save money; working independently, it would take longer – and cost you more

## Meet the UK Market

"Meet the UK Pharmacy Market" is specially designed to give you the opportunity to present your company's products and services in eight minute pre-set appointments to UK pharmacy's most important retailers. You also have the chance to meet with other organizations that can help you to develop your business e.g. wholesalers, sales and marketing organizations, regulatory bodies and the US Commercial Service, London. There is no additional cost for this program; it is an integral part of the New Frontiers seminar package.



"If 'New Frontiers' had been available when I was researching the UK market, it would have saved me months of work and made it much easier for me to develop the contacts I needed. In my view, it represents excellent value for money."

Lee Pierhal, Director and Chief Operating Officer, Modular Thermal Technologies



"New Frontiers represents a major step forward in the development of new business partnerships with overseas manufacturers. CCA member companies are fully on board and are looking forward to meeting with you and hearing about the innovations you want to bring to UK pharmacy in 2006."

Digby Emson, Chairman Company Chemists' Association

register now at: [www.thecca.org.uk](http://www.thecca.org.uk)



J Sainsbury plc



### Supermarket

Tesco Stores Ltd  
J Sainsbury  
Wm Morrison Supermarkets Ltd  
Asda

### Buying groups and wholesalers

AAH Pharmaceuticals  
Alliance Unichem  
Phoenix  
Nucare  
Numark  
Avicenna

### Other organizations

US Commercial Service, London  
Ceuta Healthcare  
Company Chemists' Association  
National Association of Chain Drug Stores  
Medicines and Healthcare Products Regulatory Agency

Based on data available in July 2005

\*exchange rate used in calculation is £1: \$1.6

## Objectives for New Frontiers 2006

- Help overseas manufacturers to evaluate in a highly cost effective way whether they are interested in expanding into the UK pharmacy market
- Equip manufacturers with a good understanding of UK pharmacy to help with the development of effective sales and marketing strategies
- Introduce overseas manufacturers to the key players in the UK pharmacy market

## Program

### Sunday:

Evening: Orientation session and informal dinner

### Monday:

Morning session: Lectures and workshops on the UK market, logistics and the regulatory and policy environment

Afternoon session: Meet the UK Pharmacy Market

Evening: Gala dinner

### Tuesday:

Morning session: Meet the UK Pharmacy Market continues

Afternoon session: Lectures continue; pharmacy store visits

Evening: Dinner and networking

Wednesday: Depart after breakfast



## Venue

**"Tradition with a twist":** This former home of the Earls of Clarendon now houses a luxury country estate hotel, with open views and five star facilities, including a superb 18 hole golf course, which will host The World Golf Championships, American Express Championship 2006. The hotel is situated less than half an hour from Heathrow airport.

## Registration

The cost of attending New Frontiers is \$10,000 per manufacturer for the first delegate place, with further places costing \$1,000 per person, subject to availability of spaces. These prices are fully inclusive of accommodation and meals in the prestigious Grove Hotel. Delegates' only additional cost is their travel expenses to the conference.

**To register visit: [www.thecca.org.uk](http://www.thecca.org.uk) and complete a registration form.**

To discuss the New Horizons seminar or the work of CCA in more depth, contact:

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Places are limited. Don't miss out, register now at **[www.thecca.org.uk](http://www.thecca.org.uk)**



## new frontiers 2006: an innovative partnership initiative from CCA and NACDS

### Who is CCA?

The Company Chemists' Association (CCA) is a UK based trade association, representing the interests of chain pharmacy in the UK. CCA has 9 member companies: Boots The Chemists, Tesco Stores Ltd, Asda, Lloydspharmacy, Alliance Pharmacy (formerly Moss Pharmacy), Rowlands Pharmacy, Superdrug, Wm Morrison Supermarkets (formerly Safeway) and J Sainsbury. Between them, CCA member companies own 4,500 (over 40%) of the pharmacy outlets in the UK and have a combined prescription and over the counter medicine business of more than \$100 billion. All CCA member companies will participate fully in this seminar. New Frontiers 2006 is the first initiative in the CCA program for overseas manufacturers.

### Why partnership with NACDS?

Through close working with NACDS, CCA has recognised that many NACDS manufacturer members are interested in the UK pharmacy market. NACDS is always seeking to provide value added services for its members. The New Frontiers seminar and partnership with CCA is one such service for NACDS manufacturer members.